

DISCOVER THE
NEW RITCHE BROS.

Used Equipment Market Trends
Illinois Equipment Distributors
March 23, 2023

Scott Rozwalka



About Ritchie Bros.

Family of brands



DISCOVER THE NEW RITCHIE BROS.



Selling options no matter your priority

Convenience, timing or price: we have the solutions

We sell for you



Unreserved Live Auctions

- ✓ We inspect & appraise your asset
- ✓ We store your asset
- ✓ We list & market your asset
- ✓ We arrange "viewing days" and buyer inquiries
- ✓ We sell your asset on a specific day
- ✓ We secure payment & title transfer
- ✓ We pay you

Price based on market demand

- \$\$\$\$\$ Sold to highest bidder
- ★★★★★ Set date
- ★★★★★ Full-service

We sell for you



Weekly Online Auctions

- ✓ We inspect & appraise your asset
- ✓ We offer IronClad Assurance inspection reports
- ✓ We list & market your asset
- ✓ We sell from your location
- ✓ We sell your asset on a specific day
- ✓ We secure payment & title transfer
- ✓ We pay you

Price based on market demand

- \$\$\$\$\$ Sold to highest bidder
- ★★★★★ Set date
- ★★★★★ Full-service

We help you sell



Buy Now, Make Offer Marketplace

- ✓ We inspect & appraise your asset
- ✓ We advise on pricing
- ✓ We list & market your assets
- ✓ We handle buyer inquiries
- ✓ We secure payment & title transfer
- ✓ We pay you

We advise you on price

- \$\$\$\$\$ Buy now, make offer
- ★★★★★ Timing varies
- ★★★★★ Assisted-service

Sell it yourself



Online Listings to Sell Privately

- ✓ You create & manage your listings
- ✓ You handle buyer enquiries
- ✓ You negotiate and arrange the transaction with the buyer
- ✓ You arrange title transfer
- ✓ You collect funds
- ✓ Other services can be added

Price set by you

- \$\$\$\$\$ Negotiated offer
- ★★★★★ Timing unpredictable
- ★★★★★ Self-service

DISCOVER THE NEW RITCHIE BROS.



Manage and make better decisions

Our tools give you a competitive edge

Use the power of our data and web-based smart tools to make better business decisions and maximize the value of your equipment.

Our Inventory Management System, Market Trends report and recent acquisitions of Rouse Services and SmartEquip offer you the best competitive edge on the market.



**RB Asset Solutions
Inventory Management System**
Centralize your inventory information, track and sell.

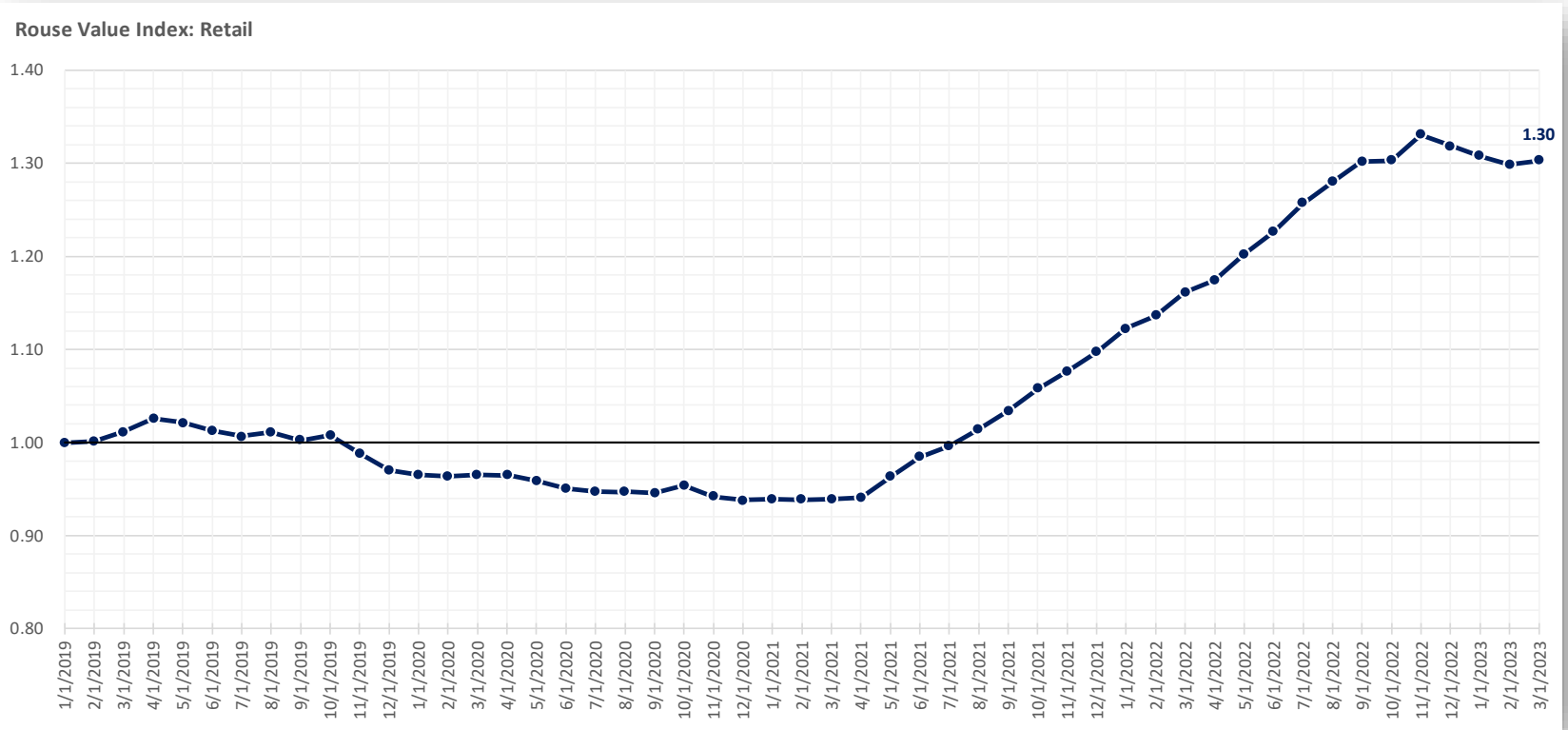
**RB Asset Solutions
Market Trends & pricing tools**
Get the latest insights from the market. Demand, prices and much more.

Rouse Services
The industry's gold standard for appraisals, valuations and rental metrics benchmarking.

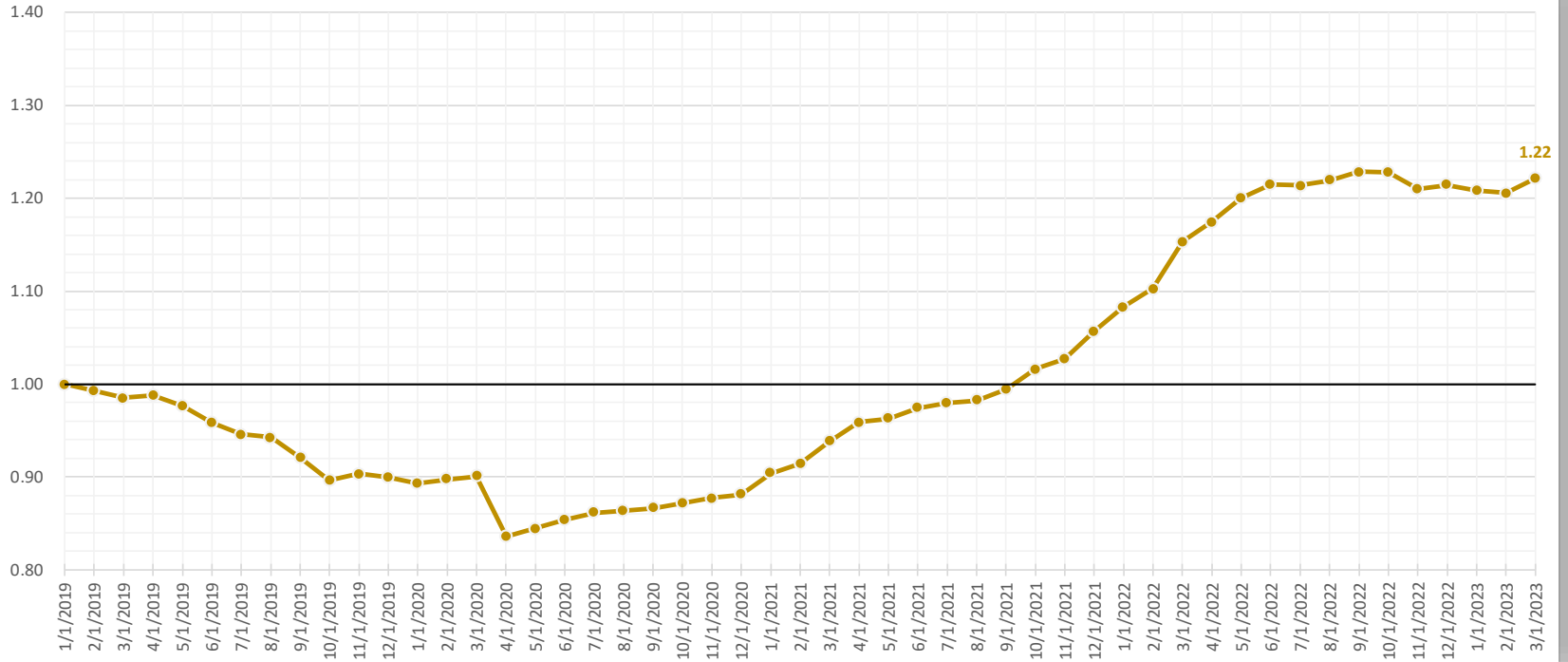
SmartEquip
Parts procurement and equipment lifecycle support solutions.

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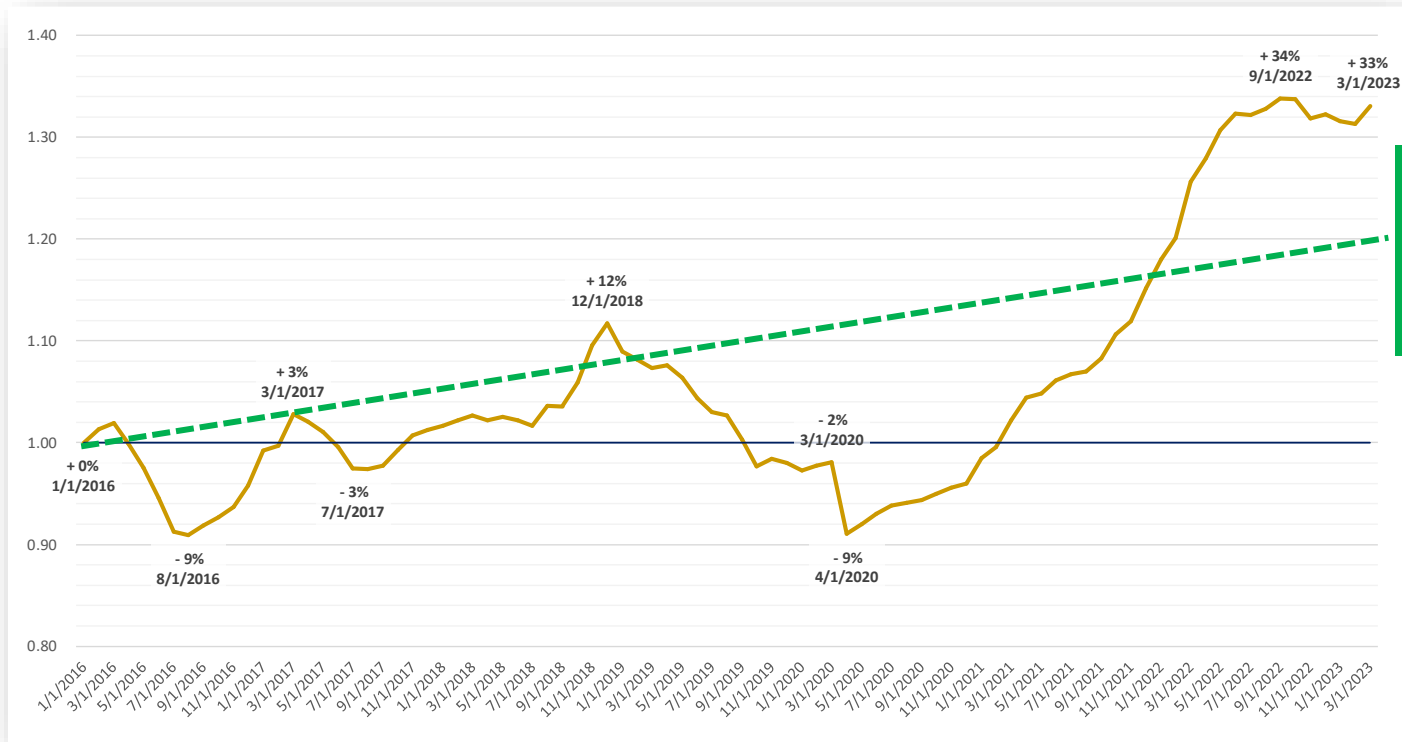
rb RITCHIE BROS.



Rouse Value Index: Auction



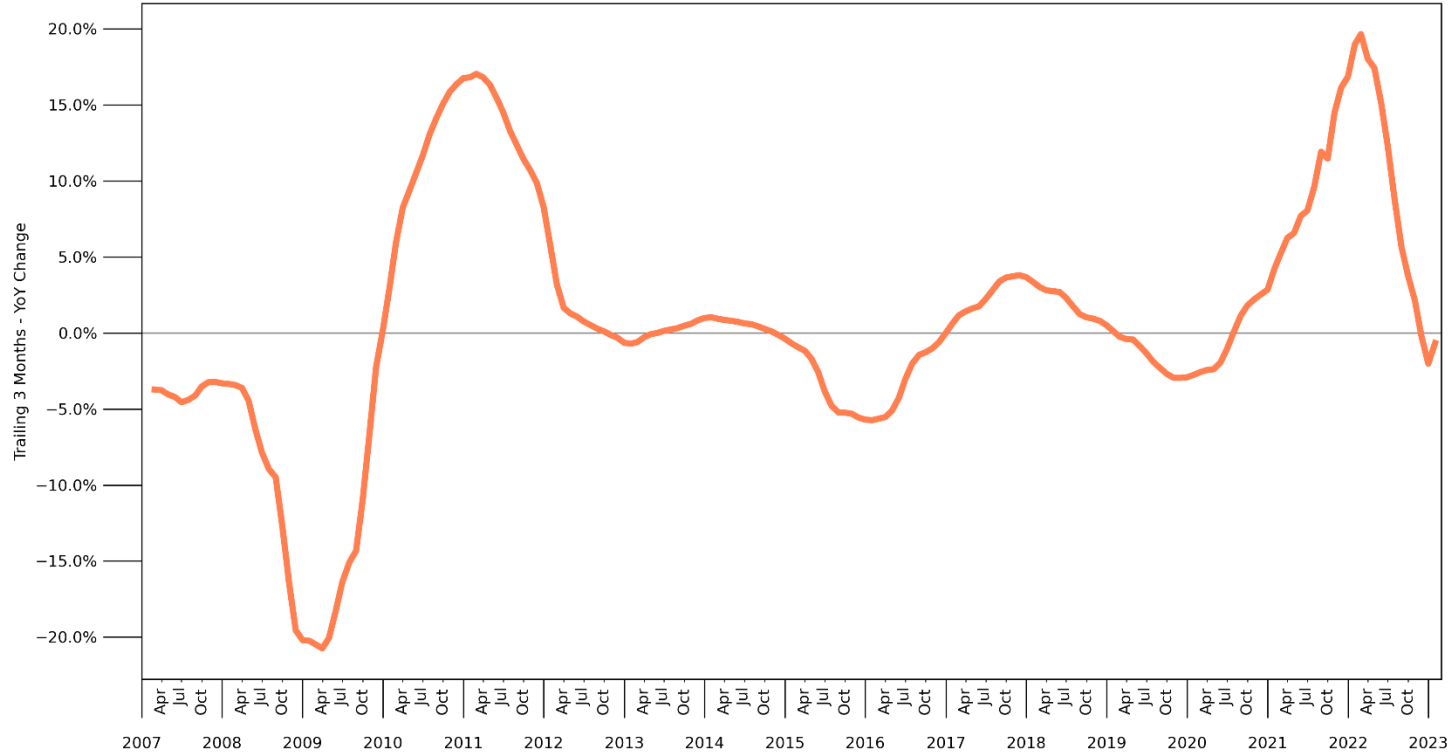
2023 & Beyond: Auction Values vs. Historical Averages



+ 20%
vs.
Long-Term
Trend



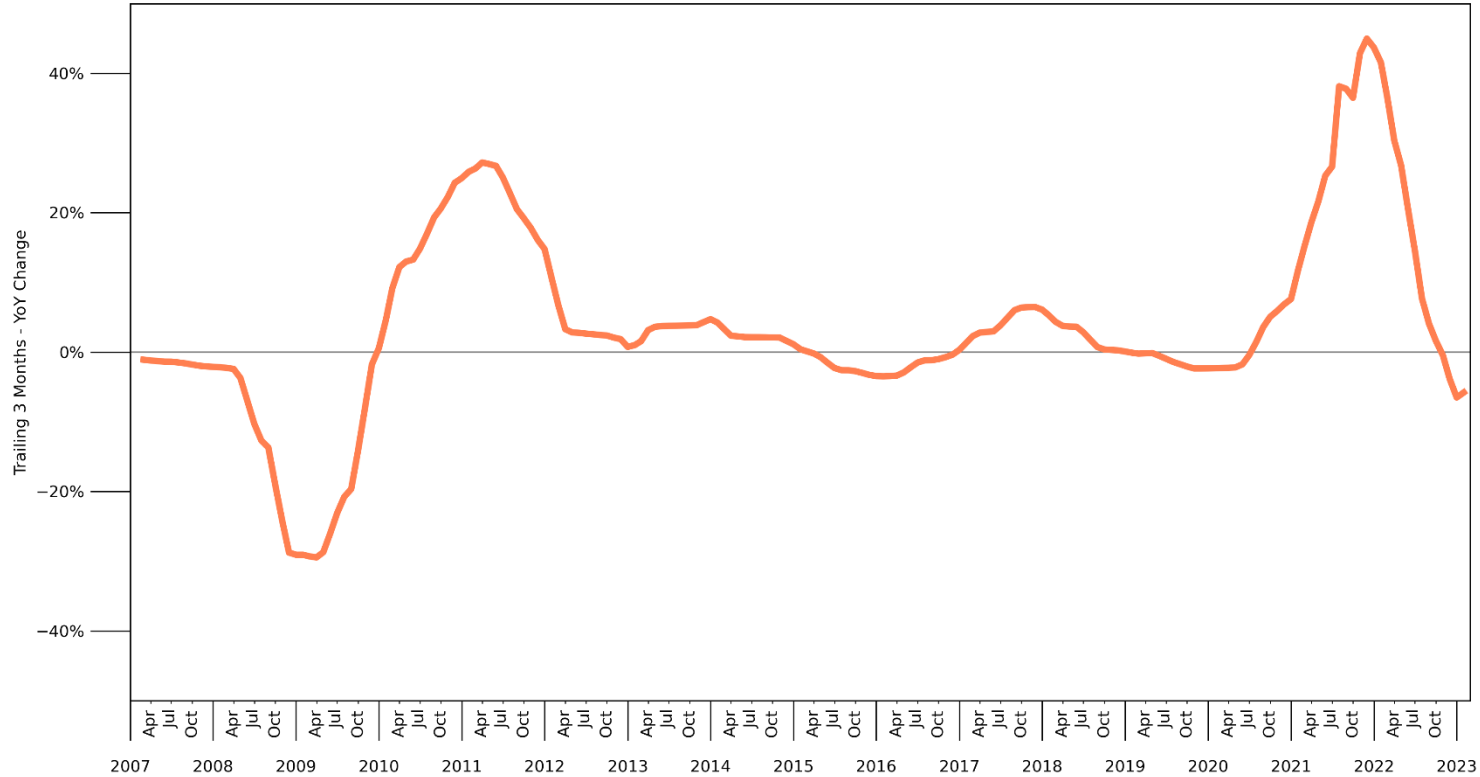
Large Earth Moving Equipment



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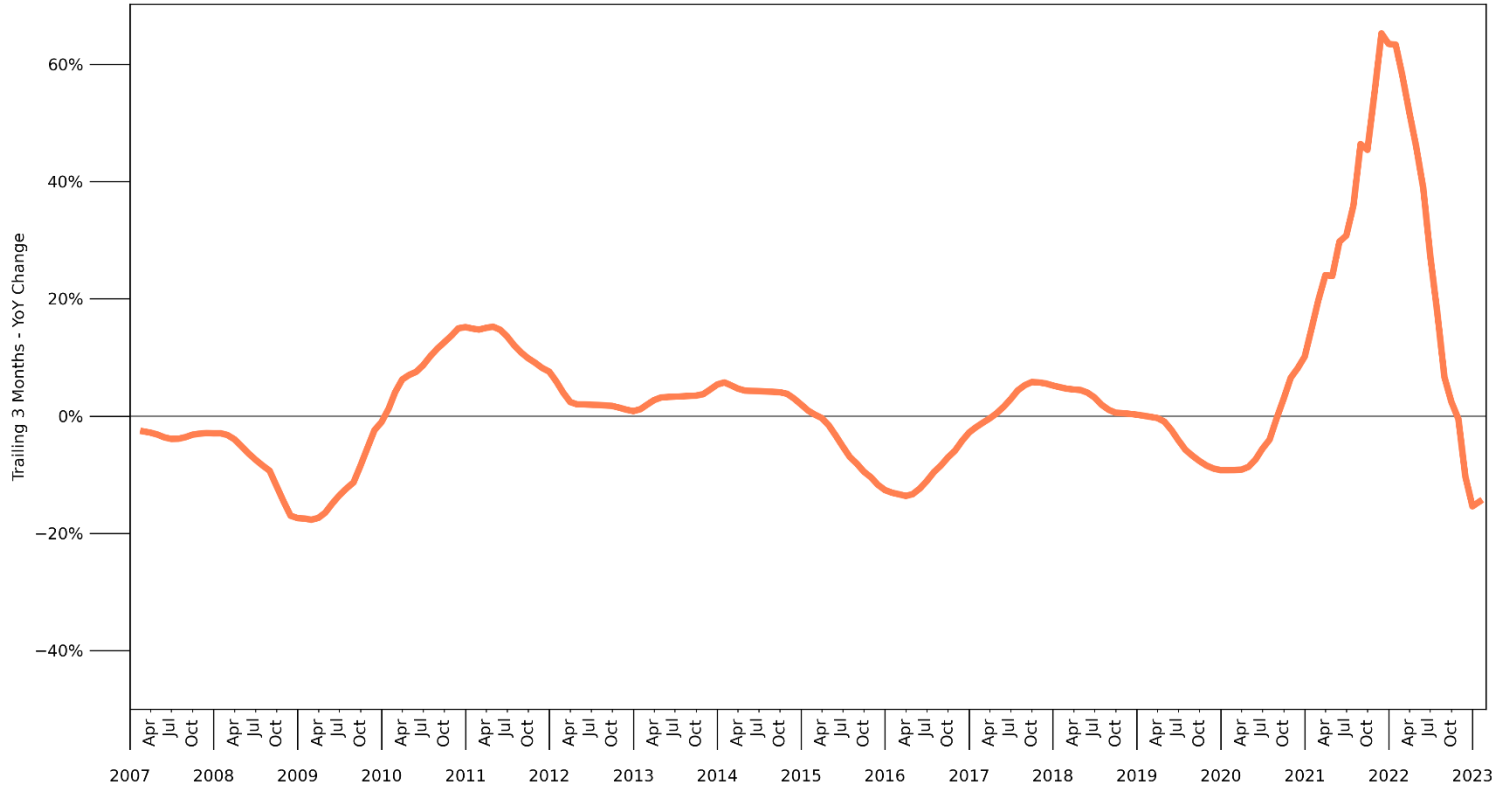


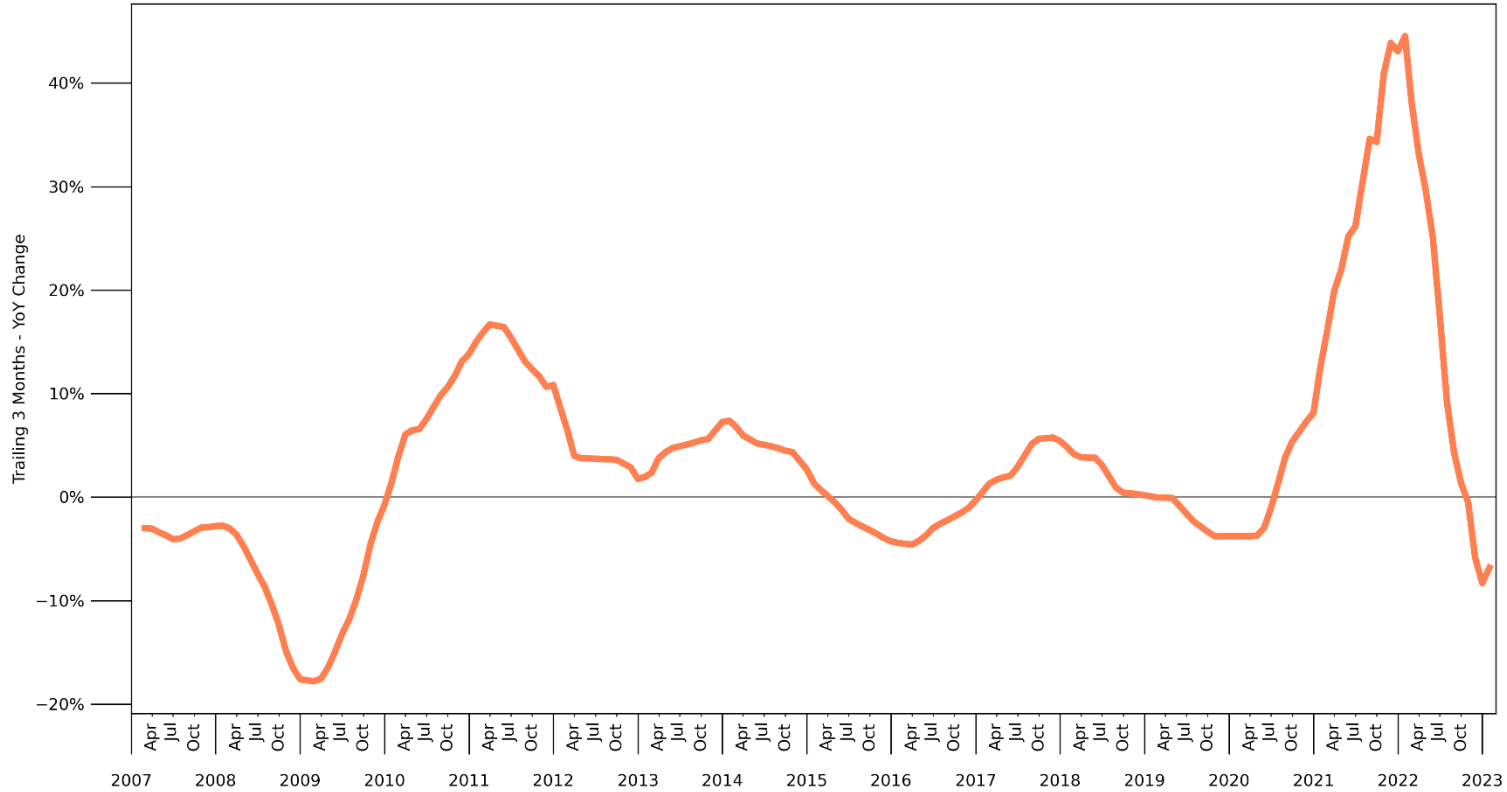
Medium Earth Moving Equipment

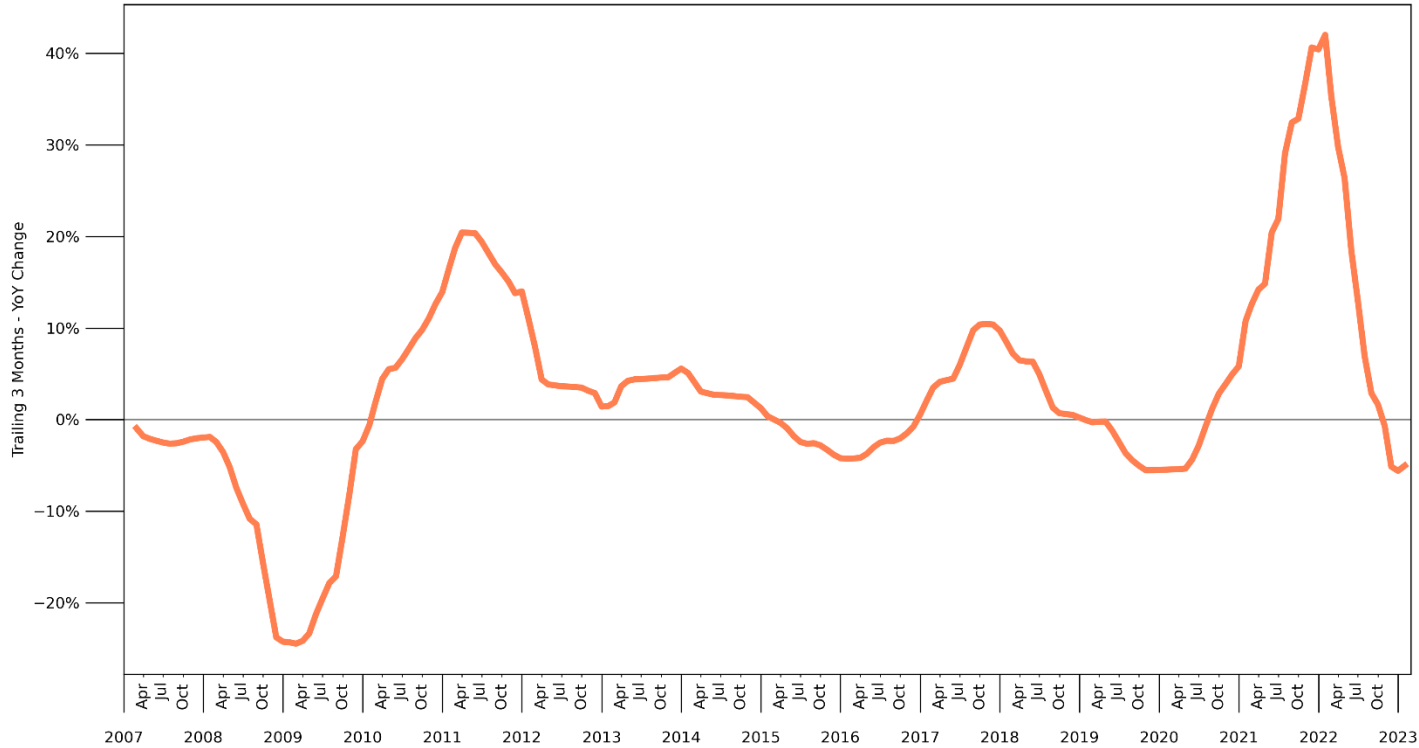


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THANK YOU

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